

CONNECTS Entrepreneurship Seminar Series: Fall 2018

Design Thinking Through New Metaphors Dan Lockton, CMU School of Design; Director of Imaginaries Lab	Tues, Sept 11 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Overview of Startup Legal Issues David Lehman, K&L Gates	START SMART Tues, Sept 11 5:30-7 pm	Gates Hillman Center 4405
Entrepreneurship Through Acquisition Eric Close, Flash Surgical Inc and Forest Lane Capital	Wed, Sept 12 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
The Lean Startup Dave Mawhinney, CMU Swartz Center	Tues, Sept 18 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Connecting the Best Startup with the Best Talent Nav Talent	Wed, Sept 19 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Agile Product Development Sean Ammirati, Birchmere Ventures	Mon, Sept 24 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Business Model Canvas Dave Mawhinney, CMU Swartz Center	Tues, Sept 25 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
How to Shop for (And Work With) a Lawyer Kit Needham, CMU Swartz Center; Stephanie Dangel, Pitt Law School	START SMART Tues, Sept 25 5:30-7 pm	University of Pittsburgh
Customer Discovery Kit Needham, CMU Swartz Center	Wed, Sept 26 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Splitting the Founder's Pie Frank Demmler, 2 X Frank Entrepreneurial Yoda-for-Hire	Thurs, Sept 27 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Digital Marketing: Its All About the Numbers Eric Boduch, Pendo	Thurs, Oct 4 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Setting Up Your Series A Financing Chris Olsen, Drive Capital	Tues, Oct 9 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Financial Modeling Phil Compton, SingleSource Property Solutions	Wed, Oct 10 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
What Entrepreneurs Need to Know for their Banking Relationship Justin Krauss, Chase	Thurs, Oct 11 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
How to Structure Your Business Entity David Lehman, K&L Gates	START SMART Mon, Oct 15 5:30-7 pm	University of Pittsburgh
Design for Manufacturability Elijah Wiegmann, Founder of Base Design Studio	Tues, Oct 16 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
IP Management from the Entrepreneur Perspective Will Kaigler, CMU Swartz Center	Wed, Oct 17 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Startups' Option to Manage Supply-Chains from Japan Nobuhiro Seki, FabFoundry	Thurs, Oct 18 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Insurance for Startups Paul Malone, USI Insurance	Mon, Oct 22 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
How to Structure Your Capital Raise (Part 1) David Lehman, K&L Gates	START SMART Tues, Oct 23 5:30-7 pm	Gates Hillman Center 4405
Licensing Technology: Both Sides of the Coin Will Kaigler & Craig Markovitz, CMU Swartz Center	Wed, Oct 24 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Franchise Opportunities Chris Cynkar, FranChoice	Tues, Oct 30 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
How to Handle Your (And Other's) IP George Dickos & Lauren Murray, K&L Gates	START SMART Tues, Oct 30 5:30-7 pm	University of Pittsburgh
Building a Successful Team Kit Needham, CMU Swartz Center	Thurs, Nov 1 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Effective Investor Presentations Jim Jen, Innovation Works/AlphaLab	Tues, Nov 6 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
How to Negotiate a Term Sheet for Your Capital Raise David Lehman & Henry Snyder, K&L Gates	START SMART Tues Nov 6 5:30-7 pm	University of Pittsburgh
Converting Patents from Concrete Shoes to Lifelines Sreekar Gadde, Dynamics, Inc. & Jason Somma, Aldsia, LLC	Wed, Nov 7 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor
Creating a Successful Video Pitch Brian Staszal, CMU	Thurs, Nov 8 12:30-1:30 pm	Swartz Center for Entrep Tepper Quad, 3rd Floor